

New Vehicles

- 1) Base Price: Price w/o options
(standard vehicle)
- 2) Options: upgrades on std. model
ABS brakes, sound system, bike rack
- 6) Navigation, sunroof, heated seats, engine,
leather int., power lock & windows, tinted,
A/C, spec. headlights, backup camera, OnStar,
satellite radio, CD, auto start, TVs, DVD,
power seats, tape player, aux jack, wheels, rims, 4WD,

3) Destination charge:

charge for shipping car to dealership. $\sim \$500$

4) Sticker Price:

total Price of car (w/o taxes)

base + options + dest. charge

5) 

g) Taxes and fees:

State tax (6%)

local tax?

luxury tax?

extended warranty
1st month payment
dealership fee
handling fee

\$19,500

\$19,750

7) mileage

MPG

safety ratings

speed

handling & braking

* repairs cost (avg. cost of own)

cost of insurance

incentives (\$ back, low interest)

8) Dealer's cost: a % of MSRP

Sticker: \$20,000

Dealer: \$15,000

| suggested
retail price

cheapest @ end of model year
Aug./Sept.

USED CARS

- * MILES and MODEL YR.
- * COSTS - no financing
- condition
- accidents? flood damage?
- previous owners
- CARFAX
- any upgrades/improvements - who put them in?
- why selling?
- options

Dealership:

- financing
- warranty
- certified pre-owned

Vehicle Insur.

- ① Liability Ins-
pays for bodily injury &
property damage.
- ② Comprehensive Ins.-
losses due to fire, theft, vandalism
- ③ Collision - repairs to your vehicle

⑤ $25^{000} / 100^{000}$ $100 / 300$
- amt. of insurance for liability
amt. paid ~~at~~ for 1 injured person
amt. paid for 2+ injured.

④ Deductible -

Amt. You pay before ins. co. pays.
for accident